



University of
NORTH ALABAMA

FOUNDATION

**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Friday, November 12, 2021; 10:30 a.m. – 11:30 a.m.

GUC Banquet Hall E

Present: Stephanie Teichmiller; Chair, Christie Bevis, Jacob Ladner, Derrick Mills, Robert Steele

Absent: Melissa Long, Lorri Glover, Sharon Harris

Others Present: none

Staff Liaison: Barbie Terry

The meeting was called to order at 10:30 a.m. by Stephanie Teichmiller, Chair. A welcome was extended by Chair Teichmiller and the group took this time for introductions for new members. Chair Teichmiller presented the minutes from the July 23 meeting to the committee. The minutes were passed as presented. Chair Teichmiller then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Terry shared the Advancement update starting with a fiscal year '21 review. It was noted that all goals listed were met with emphasis added to the Number of Unique Donors goal. It was noted that this is the main focus of the Development team in fiscal year '22 as well. Next, Barbie went over the Development Highlights which were included in the board at large packet. Next, the team discussed the updates to the President's Cabinet and had discussion around ensuring all of our constituents know that we want everyone to give at the level they are most comfortable to the area that speaks to their philanthropic passions. This led to discussion on how the Development Committee can assist in our fundraising efforts. Member, Robert Steele asked for a list of constituents that live within a radius of his home in Georgia. Barbie noted that she will provide a list of names and city to Robert to see if he has connections that he can help make in Georgia. The group discussed how helpful it is to have a peer to peer advocate when we are scheduling visits. Next, the group discussed the Weekend of Women coming up in the spring as an opportunity to invite prospects to join us and experience student work first-hand. Last, Barbie updated the group on the inaugural year of Women of Influence awards. She shared the webpage to see more about the awards. There was discussion around women getting involved to learn more about what is going on at UNA to help them see the behind the scenes to identify their philanthropic passions. We also discussed the opportunity for men to give in honor of a woman in their life and provide a membership.

Chair Teichmiller called for any questions or additional comments and the meeting adjourned at 11:30 a.m.